

## Message Text

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64

ACTION EUR-12

INFO OCT-01 ISO-00 AID-05 CIAE-00 COME-00 EB-07 FRB-03

INR-07 NSAE-00 USIA-06 TRSE-00 XMB-02 OPIC-03 SP-02

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R 081423Z SEP 75

FM AMEMBASSY SOFIA

TO SECSTATE WASHDC 168

INFO USDOC WASHDC

AMEMBASSY BELGRADE

AMEMBASSY BERLIN

AMEMBASSY BUDAPEST

AMEMBASSY BUCHAREST

AMEMBASSY MOSCOW

AMEMBASSY PRAGUE

AMEMBASSY WARSAW

LIMITED OFFICIAL USE SOFIA 1932

E.O. 11652: N/A

TAGS: EEWT, PFOR, BU

SUBJECT: VISIT OF DEPUTY ASSISTANT SECRETARY DOWNEY

1. AS THE HIGHEST-RANKING PERSON IN THE USG WHO DEALS EXCLUSIVELY WITH EAST-WEST TRADE, DEPUTY ASSISTANT SECRETARY DOWNEY RECEIVED APPROPRIATELY HIGH-LEVEL ATTENTION DURING HIS ONE-DAY VISIT TO BULGARIA. WE CONSIDER HIS DISCUSSIONS IN SOFIA AND THE ROLE HE PLAYED AS SPEAKER ON "AMERICA DAY" IN OUR PAVILION IN PLOVDIV TO HAVE BEEN EXTREMELY USEFUL IN CARRYING FORWARD OUR COMMERCIAL OBJECTIVES.

2. DESPITE BREVITY OF HIS SOFIA VISIT, DOWNEY HAD A ONE-HOUR MEETING WITH MINISTER OF FOREIGN TRADE NEDEV, FOLLOWED BY A LUNCHEON OFFERED BY FIRST DEPUTY MINISTER ANDREY LUKANOV  
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(WHO, MUCH TO THE ANNOYANCE OF THE BRITISH AMBASSADOR, CANCELED A LUNCHEON IN HONOR OF UNDERSECRETARY FOR TRADE DEAKINS IN ORDER TO HAVE OCCASION FOR A PRIVATE TALK WITH DOWNEY).

3. DISCUSSION WERE FRANK, ESPECIALLY ON MFN, WITH DOWNEY MAKING IT CLEAR THAT DECISION WHETHER TO WAIT FOR CONGRESS TO CHANGE THE ACT OR "TO GO THE WAY OF YOUR NEIGHBOR TO THE NORTH" WOULD BE FOR BULGARIANS TO MAKE, AND NEDEV REJECTING ANY "POLITICAL CONDITIONS ATTACHED TO FOREIGN TRADE." BOTH NEDEV AND LUKANOV DEVELOPED IN DETAIL THE ANTICIPATED DIRECTIONS OF BULGARIAN FOREIGN TRADE AND EMPHASIZED OPPORTUNITIES FOR EXPANSION OF AMERICA'S SHARE IN IT.

4. AMONG FIGURES WHICH FLOATED TO THE SURFACE DURING THESE DISCUSSIONS WERE (A) PROJECTION OF TOTAL BULGARIAN FOREIGN TRADE FROM 9 BILLION DOLLARS IN 1975 TO BETWEEN 15 AND 16 BILLION IN 1980, (B) EXPECTATION THAT ROUGHLY THREE-QUARTERS WILL CONTINUE TO BE WITH USSR AND OTHER CEMA COUNTRIES AND BALANCE ROUGHLY SPLIT 50:50 BETWEEN DEVELOPED COUNTRIES AND LDC'S.

5. NEDEV ALSO PROVIDED ANTICIPATED TOTAL TRADE FIGURES FOR 1975 WITH MAJOR WESTERN TRADING PARTNERS (IN MILLIONS OF DOLLARS, WITH FIGURES IN PARENTHESES SHOWING 1974, FOR COMPARISON): FRG 500 (388), ITALY 200 (191), FRANCE 200 (104), JAPAN 120 (96), AUSTRIA 100 (87), UK 130 (74), BELGIUM 50 (42), SWITZERLAND 100 (41), NETHERLANDS 70 (36), SWEDEN 70 (35), US 45 (30). (COMMENT: THESE FIGURES TEND TO FORESHADOW AN EVEN LARGER BALANCE OF TRADE DEFICIT IN 1975 THAN IN 1974.)

6. AT THE FAIR, IN ADDITION TO DELIVERING THE TRADITIONAL VIP SPEECH, DOWNEY HAD SPIRITED DISCUSSION WITH FIRST DEPUTY MINISTER OF FOREIGN TRADE ANGELOV WHO HANDLES BULGARIA'S TRADE WITH THE EASTERN COUNTRIES; MET OTHER VICE MINISTERS AND HEADS OF STATE TRADING ORGANIZATIONS; AND HAD CONVERSATIONS WITH US EXHIBITORS. AMONG LATTER THERE WAS GENERAL OPINION THAT FAIR HAD GOTTEN OFF TO A GOOD START; AND SEVERAL OF THEM ARE LIMITED OFFICIAL USE  
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CURRENTLY ENGAGED IN NEGOTIATIONS ON SALES OF LICENSES OR EQUIPMENT.  
HERZ

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## Message Attributes

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**To:** STATE INFO USDOC  
BELGRADE  
BERLIN  
BUDAPEST  
BUCHAREST  
MOSCOW

PRAGUE  
WARSAW

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